

**United Way of Greenwich
Statement of Activities
July 2017**

	<i>BUDGET</i>		<i>ACTUAL</i>		<u>Prior YTD</u>
	<u>Annual</u>	<u>YTD</u>	<u>YTD</u>	<u>Variance</u>	
<u>Support and Revenue</u>					
<u>Campaign Results</u>					
Local Campaign	1,065,000	106,500	853	(105,647)	28,270
Donor Designations - In	190,000	19,000	11,699	(7,301)	1,642
Donor Designations - Out	(15,000)	(1,250)	-	1,250	-
Less: Provision for Uncollectibles	(56,000)	(4,667)	2,614	7,281	(5,000)
Total Campaign Results	1,184,000	119,583	15,167	(104,417)	24,912
<u>Other Revenue</u>					
Other Contributions (bequests, spec gifts, etc)	10,000	833	80	(753)	-
Youth Services grants/revenue	10,000	833	2,500	1,667	-
Total Other Revenue	20,000	1,667	2,580	913	-
<u>Events</u>					
Sole Sisters (receipts)	275,000	-	-	-	-
Sole Sisters (expenses)	(50,000)	-	-	-	-
Comedy Night (receipts)	100,000	7,000	5,550	(1,450)	10,500
Comedy Night (expenses)	(25,000)	(2,000)	(129)	1,872	(3,189)
Golf (receipts)	90,000	-	-	-	-
Golf (expenses)	(40,000)	-	-	-	-
Net Event Income	350,000	5,000	5,422	422	7,311
<u>DI Revenue</u>					
Youth Impact Programs	73,005	6,085	-	(6,085)	-
HSTS Program	138,000	-	-	-	-
Camp Guide	15,000	-	-	-	-
Total HSTS Revenue	226,005	6,085	-	(6,085)	-
ECAGS	170,615	-	71,225	71,225	25,000
Total DI Revenue	396,620	6,085	71,225	65,140	25,000
Investment Income	10,000	833	175	(658)	3,793
Board restricted fund	82,250	6,854	1,387	(5,467)	-
Total Support and Revenue	2,042,870	140,023	95,955	(44,068)	61,016
<u>Expenses</u>					
<u>Grants & Board Designated</u>					
Grants to Agencies	745,000	-	-	-	-
Special/Critical Response Grants	5,000	417	-	(417)	-
Total Grants & Board Designated	750,000	417	-	(417)	-
<u>Program/Operating/Depreciation</u>					
UWG Program/Operating	702,404	61,139	72,185	11,046	62,815
Community Planning Program/Operating	53,820	3,443	3,081	(362)	-
YIP Program/Operating	73,005	1,417	4,122	2,706	523
HSTS Program/Operating	138,000	2,208	2,175	(33)	1,741
ECAGS Program/Operating	170,615	-	-	-	-
Depreciation	17,000	1,417	-	(1,417)	1,494
Total Program/Operating/Depreciation	1,154,844	69,623	81,563	11,940	66,573
<u>Non-recurring items</u>	12,500	417	-	(417)	938
Total Expenses	1,917,344	70,457	81,563	11,107	67,511
Increase (Decrease) in Net Assets	125,526	69,566	14,391	(55,174)	(6,495)

**United Way of Greenwich
Detail of Expenses
July 2017 Year to Date**

	<u>BUDGET</u>		<u>ACTUAL</u>		<u>Prior YTD</u>
	<u>Annual</u>	<u>YTD</u>	<u>YTD</u>	<u>Variance</u>	
<u>Program/Operating/Depreciation</u>					
<u>UWG Program/Operating Expenses</u>					
Salaries & related expenses - UWG	416,137	34,678	33,019	(1,660)	37,778
Outsourced marketing	54,000	4,500	4,500	-	4,500
Outsourced accounting	60,000	5,000	4,500	(500)	4,500
State and National dues	31,000	-	-	-	-
Bank/brokerage/credit card fees	20,000	1,667	666	(1,001)	1,015
IT	12,000	-	611	611	1,434
Occupancy (bldg/maint/util)	35,000	3,000	18,616	15,616	3,289
Building sale expenses	7,500	3,750	4,458	708	-
Audit fees	18,000	3,000	-	(3,000)	4,800
Insurance	14,000	1,167	1,895	729	2,043
Office equipment	7,000	585	866	281	-
Campaign expenses	39,000	1,125	219	(906)	741
Marketing expenses	8,500	708	236	(472)	(829)
Postage/shipping	6,500	542	-	(542)	555
Office supplies and expenses	5,500	462	1,541	1,079	299
Telephone and internet	6,700	560	576	16	627
Other professional services	2,000	167	243	77	25
Subscriptions/memberships	900	75	-	(75)	-
Conferences/training	800	67	-	(67)	1,886
Misc expense	500	42	89	47	152
Board Expenses	10,000	837	30	(807)	-
Legal Fees	2,500	208	120	(88)	-
Total UWG Program/Operating Expenses	757,537	62,139	72,185	10,046	62,815
Less allocation to DIP youth cost structure	(12,005)	(1,000)	-	1,000	-
Less allocation to DIP HSTS cost structure	(17,140)	-	-	-	-
Less allocation to DIP ECAGS cost structure	(25,988)	-	-	-	-
Total UWG Program/Operating Expenses Post DI Allocation	702,404	61,139	72,185	11,046	62,815
<u>Community Planning Program Expenses</u>					
Salaries & related expenses	51,320	3,235	3,055	(180)	-
Community planning	2,500	208	26	(182)	-
Total Community Planning Program Expenses	53,820	3,443	3,081	(362)	-
<u>Youth Impact Programming</u>					
Salaries & related expenses - YIP	42,000	-	4,084	4,084	523
Reading Champion Op Ex	7,500	-	-	-	-
Champions program materials	4,000	-	-	-	-
JRUW	2,500	208	38	(170)	-
Youth Planning Council	2,500	-	-	-	-
Donor communication & social media	1,000	83	-	(83)	-
Direct fundraising costs	1,500	125	-	(125)	-
GUW Operating expense allocation	12,005	1,000	-	(1,000)	-
Total YIP Program/Operating Expenses	73,005	1,417	4,122	2,706	523
<u>HSTS Program/Operating Expenses</u>					
Salaries & related expenses - HSTS	84,000	2,083	2,076	(7)	1,642
VisionLink buildout	25,000	-	-	-	-
VisionLink seat licenses	7,860	-	-	-	-
Miscellaneous HSTS	1,500	125	99	(26)	99
Donor communication & social media	1,000	-	-	-	-
Direct fundraising costs	1,500	-	-	-	-
GUW Operating expense allocation	17,140	-	-	-	-
Total HSTS Program/Operating Expenses	138,000	2,208	2,175	(33)	1,741
<u>ECAGS Program/Operating Expenses</u>	170,615	-	-	-	-

<u>Depreciation Expense</u>	<u>17,000</u>	<u>1,417</u>	<u>-</u>	<u>(1,417)</u>	<u>1,494</u>
<u>Non-recurring Items</u>					
Restructuring	5,000	417	-	(417)	938
Strategic retreat	<u>7,500</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<u>Non-recurring items</u>	<u>12,500</u>	<u>417</u>	<u>-</u>	<u>(417)</u>	<u>938</u>
<u>Total Expenses</u>	<u>1,167,344</u>	<u>70,040</u>	<u>81,563</u>	<u>11,523</u>	<u>67,511</u>

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**United Way of Greenwich
Balance Sheet**

	07/31/17	07/31/16
ASSETS		
<u>CURRENT ASSETS</u>		
Cash and cash equivalents	173,799	190,191
Custodial cash	-	95,281
Custodial cash - conditional pledges	346,388	25,000
Board restricted fund (building)	872,152	-
Investment fund	439,172	428,258
Fidelity restricted funds	1,501,387	-
Merrill Lynch endowment fund	154,552	138,045
Subtotal cash and investments	3,487,450	876,775
Pledges receivables	285,853	169,355
Less: allowance for uncollectible	(61,386)	(73,683)
Pledges receivable, net	224,467	95,672
Other accounts receivable	-	-
Prepaid expenses	8,052	6,944
Total Current Assets	3,719,969	979,391
<u>FIXED ASSETS</u>		
Land	-	125,000
Buildings and improvements	-	392,606
Less: accum depr. buildings & improv	-	(356,043)
Furniture and fixtures	-	22,429
Less: accum depr. furniture and fixtures	-	(20,666)
Computers and office equipment	-	124,084
Less: accum depr. computers and office equip	-	(113,804)
Fixed Assets, Net	-	173,606
TOTAL ASSETS	3,719,969	1,152,997
LIABILITIES AND NET ASSETS		
<u>CURRENT LIABILITIES</u>		
Accounts payable - trade	38,608	14,371
Accounts payable - donor designations	1,740	2,360
Deferred revenue	5,900	-
Board allocation payable	-	140,010
Custodial liabilities	-	95,280
Accrued expenses	24,527	19,282
Total Current Liabilities	70,775	271,303
<u>NET ASSETS</u>		
Operating net assets	(857,760)	118,119
Board restricted fund (building)	872,152	-
Board designated net assets	3,312,614	436,923
Property and equipment	175,100	193,032
Temporarily restricted	147,088	133,620
Total Net Assets	3,649,194	881,694
TOTAL LIABILITIES AND NET ASSETS	3,719,969	1,152,997